

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY DAMASCUS IMMEDIATE

INFO AMEMBASSY BEIRUT IMMEDIATE

AMEMBASSY JIDDA

UNCLAS STATE 195769

E.O. 11652: N/A

TAGS: BBAK, BTIO SY

SUBJECT: SPORT CITIES PROJECT BID

REF : (A) DAMASCUS 2988; (B) STATE 188861

1. INVESTIGATION REVEALS HOK LARGER AND STRONGER FINANCIALLY THAN SUGGESTED IN PARA 1 REF 0. LATTER REPORT BASED ON COMPOSITE RATING IN D AND B JULY 1975 REFERENCE BOOKS. FIRM CLEARLY ENTITLED TO MILLION DOLLAR DIRECTORY LISTING 1974 DOLLAR SALES EXCEEDING 11 MILLION, ASSETS ALMOST 4 MILLION, NET WORTH OVER MILLION AND 340 EMPLOYEES.

2. WITH RESPECT PARA 7 B REF A, USDOC ADVISED UNIVERSITY OF RIYADH PROJECT HAS TOTAL CONTRACT VALUE EXCEEDING ONE BILLION DOLLARS. HOK IS ORGANIZER AND MANAGER THAT CONSORTIUM KNOWN AS HOK PLUS FOUR. U.S. ASSOCIATE FIRMS ARE CANDELL, ROWLETT AND SCOTT, SYSKA AND HENNESSEY AND DAMES AND MOORE. FOURTH GROUP MEMBER IS GOLLINS, MELVIN AND WARD OF LONDON. HOK ALSO WORKING WITH BECHTEL ON LARGE UNCLASSIFIED

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SA AIRPORT PROJECT.

3. HOK ASSOCIATES IN SUBJECT TENDER HAVE BEEN THOROUGHLY IDENTIFIED BY DISTRICT OFFICE AND OTHER

COMMERCIAL REFERENCE CHECKS AS MAJOR CONSTRUCTION
ENGINEERING ESTABLISHMENTS AND HOK HAS IMPRESSIVE RECORD
OF ARCHITECTURAL DESIGN, ENGINEERING SERVICES AND
CONSTRUCTION SUPERVISION FOR CITIES, EDUCATIONAL
INSTITUTIONS, AND USG AGENCIES.

4. HOK CHAIRMAN GEORGE HELLMUTH IS NOW IN NEAR EAST AND
DUE TO ARRIVE DAMASCUS 8/19 TO COORDINATE FINAL BID
PREPARATION PRIOR SUBMISSION DEADLINE IN CONSULTATION
WITH OTHER REPS OF CONSORTIUM GROUP. HE WILL BRING FOR
EMBASSY INFO FULL DATA ON RANGE OF HOK CAPABILITIES AND
ACTIVITIES WHICH HULTENGREN PROMISED WOULD BE PROVIDED TO
POST. HELLMUTH WILL ALSO QUERY EMBASSY ON POSSIBILITY OF
PARTICIPATING IN 55 MILLION DOLLAR LATAKIA PORT PROJECT.

5. CONFIDENCE OF HOK AND WORKING ASSOCIATES THAT THEY
CAN MEET ALL REQUIREMENTS FOR AWARD OF SPORTS CITIES
PROJECT SEEMS WELL-FOUNDED. DEPARTMENT AND COMMERCE
ASSUME GROUP REPRESENTATIVES RETURNING TO DAMASCUS WILL BE
ABLE TO SATISFY SARG DECISION MAKERS ON THEIR TECHNICAL
CAPABILITIES TO MEET ALL COMMITMENTS UNDERTAKEN. SISCO

UNCLASSIFIED

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